EMPLOYEE PROFITABILITY RECORD

Name: ___________________________  Month: ___________________________

Week 1:
Payroll hours ______
\[ \frac{\text{billed hours}}{\text{billed hours}} = \text{\% billed} \]
\[ \times \$ \text{billable rate} = \text{\$ income} \]
\[ +\$ \text{overtime fees} - \$ \text{overtime costs} \]
\[ \text{\$ weekly income} - \text{\$ weekly salary} \]
Profit contribution $_____

Week 2:
Payroll hours ______
\[ \frac{\text{billed hours}}{\text{billed hours}} = \text{\% billed} \]
\[ \times \$ \text{billable rate} = \text{\$ income} \]
\[ +\$ \text{overtime fees} - \$ \text{overtime costs} \]
\[ \text{\$ weekly income} - \text{\$ weekly salary} \]
Profit contribution $_____

Week 3:
Payroll hours ______
\[ \frac{\text{billed hours}}{\text{billed hours}} = \text{\% billed} \]
\[ \times \$ \text{billable rate} = \text{\$ income} \]
\[ +\$ \text{overtime fees} - \$ \text{overtime costs} \]
\[ \text{\$ weekly income} - \text{\$ weekly salary} \]
Profit contribution $_____

Week 4:
Payroll hours ______
\[ \frac{\text{billed hours}}{\text{billed hours}} = \text{\% billed} \]
\[ \times \$ \text{billable rate} = \text{\$ income} \]
\[ +\$ \text{overtime fees} - \$ \text{overtime costs} \]
\[ \text{\$ weekly income} - \text{\$ weekly salary} \]
Profit contribution $_____

Monthly totals:
Billable efficiency (utilization rate) ______\%
Profit contribution $_____

Confidential